

Beloit Memorial Hospital, Inc.
 1969 West Hart Road
 Beloit, WI 53511-2298
 (608) 364-5011

Type: GMS
 Control: Other Not for Profit
 Fiscal Year: 01/01/02 to 12/31/02

County: Rock
 Analysis Area: Southern (1)
 Volume Group: 5

| Selected Utilization Statistics | FY 2002 | All GMS Hospitals | | Analysis Area 1 | | Volume Group 5 | | FY 2002 vs. 2001 | |
|--|---------|-------------------|-------|--------------------|-------|-------------------|-------|------------------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2001 | Ratio |
| Occupancy Rate (%) | | | | | | | | | |
| Adult medical-surgical | 55.6% | 57.4% | 0.97 | 55.2% | 1.01 | 51.9% | 1.07 | 54.9% | 1.01 |
| Obstetrics | 30.6% | 39.6% | 0.77 | 41.3% | 0.74 | 28.1% | 1.09 | 28.5% | 1.07 |
| Pediatrics | 26.8% | 48.0% | 0.56 | 46.0% | 0.58 | 20.9% | 1.28 | 27.9% | 0.96 |
| Total hospital | 52.8% | 55.9% | 0.94 | 54.7% | 0.97 | 48.2% | 1.10 | 52.4% | 1.01 |
| Average Census (Patients) | | | | | | | | | |
| Adult medical-surgical | 31.7 | 30.4 | 1.04 | 31.2 | 1.02 | 28.2 | 1.12 | 31.3 | 1.01 |
| Obstetrics | 5.2 | 3.9 | 1.35 | 4.1 | 1.26 | 3.5 | 1.49 | 4.8 | 1.07 |
| Pediatrics | 1.6 | 1.8 | 0.88 | 1.6 | 1.03 | 0.5 | 3.42 | 1.7 | 0.96 |
| Total hospital | 65.5 | 55.4 | 1.18 | 54.3 | 1.21 | 41.9 | 1.56 | 65.0 | 1.01 |
| Average Length of Stay (Days) | | | | | | | | | |
| Adult medical-surgical | 4.6 | 3.9 | 1.18 | 3.7 | 1.24 | 3.7 | 1.24 | 4.8 | 0.97 |
| Obstetrics | 2.3 | 2.4 | 0.97 | 2.0 | 1.15 | 2.3 | 1.02 | 2.3 | 0.99 |
| Pediatrics | 2.4 | 2.4 | 0.98 | 3.1 | 0.76 | 2.3 | 1.02 | 2.5 | 0.95 |
| Total hospital | 4.7 | 4.3 | 1.08 | 4.3 | 1.08 | 3.7 | 1.27 | 4.9 | 0.96 |
| Surgical Operations | | | | | | | | | |
| Inpatient | 1,898 | 1,424 | 1.33 | 1,694 | 1.12 | 1,323 | 1.44 | 1,599 | 1.19 |
| Outpatient | 3,762 | 3,187 | 1.18 | 3,961 | 0.95 | 2,947 | 1.28 | 3,551 | 1.06 |
| Inpatient as % of all surgeries | 33.5% | 30.9% | 1.09 | 30.0% | 1.12 | 31.0% | 1.08 | 31.0% | 1.08 |
| Outpatient Visits | | | | | | | | | |
| Non-emergency visits | 113,965 | 75,046 | 1.52 | 108,040 | 1.05 | 65,740 | 1.73 | 133,473 | 0.85 |
| Emergency visits | 30,396 | 14,086 | 2.16 | 14,024 | 2.17 | 16,883 | 1.80 | 31,073 | 0.98 |
| Full-time Equivalents (FTEs) | | | | | | | | | |
| Administrators | 6.0 | 14.8 | 0.40 | 13.3 | 0.45 | 15.3 | 0.39 | 6.0 | 1.00 |
| Nurses, licensed | 227.7 | 160.1 | 1.42 | 172.9 | 1.32 | 143.8 | 1.58 | 219.9 | 1.04 |
| Ancillary nursing personnel | 40.3 | 54.3 | 0.74 | 44.8 | 0.90 | 35.6 | 1.13 | 37.1 | 1.09 |
| All other personnel | 516.3 | 384.2 | 1.34 | 462.2 | 1.12 | 358.4 | 1.44 | 555.3 | 0.93 |
| Total FTEs | 790.2 | 613.5 | 1.29 | 693.1 | 1.14 | 553.1 | 1.43 | 818.3 | 0.97 |
| FTEs per 100 Patient Census (Adjusted) | | | | | | | | | |
| Administrators | 4.5 | 14.6 | 0.31 | 13.3 | 0.34 | 16.0 | 0.28 | 4.7 | 0.96 |
| Nurses, licensed | 171.0 | 157.9 | 1.08 | 172.8 | 0.99 | 149.8 | 1.14 | 172.0 | 0.99 |
| Ancillary nursing personnel | 30.3 | 53.6 | 0.57 | 44.8 | 0.68 | 37.1 | 0.82 | 29.0 | 1.04 |
| All other personnel | 387.9 | 378.9 | 1.02 | 462.1 | 0.84 | 373.4 | 1.04 | 434.3 | 0.89 |
| Total FTEs | 593.7 | 605.0 | 0.98 | 692.9 | 0.86 | 576.2 | 1.03 | 639.9 | 0.93 |

| | | | | | | | |
|-------------------------|--------|--------------------|-----|--------------------------------|---|------------------|-------|
| Total Hospital: | | Contract with: | | Medicare-certified Swing Beds: | | Newborn Nursery: | |
| Beds set up and staffed | 124 | Health maintenance | | Beds set up and staffed | 0 | Bassinets | 9 |
| Discharges | 5,081 | organization (HMO) | Yes | Discharges | 0 | Total births | 702 |
| Inpatient days | 23,893 | Preferred Provider | | Inpatient days | 0 | Newborn days | 1,551 |
| | | organization (PPO) | Yes | | | | |

Inpatient Service Area

| Inpatient Service Area | Level of Service* | Beds Set Up and Staffed 12/31/02 | Discharges and Transfers** | Patient Days of Care | Occupancy Rate (%) | Average Census (Patients) | Average Length of Stay (Days) |
|--------------------------------------|-------------------|----------------------------------|----------------------------|----------------------|--------------------|---------------------------|-------------------------------|
| General Medical-Surgical: | | | | | | | |
| Adult medical-surgical, acute | 1 | 57 | 2,499 | 11,570 | 55.6% | 31.7 | 4.6 |
| Orthopedic | 2 | 0 | 0 | 0 | . % | 0.0 | . |
| Rehab. and physical medicine | 1 | 10 | 102 | 1,237 | 33.9% | 3.4 | 12.1 |
| Hospice | 5 | 0 | 0 | 0 | . % | 0.0 | . |
| Acute long term care | 5 | 0 | 0 | 0 | . % | 0.0 | . |
| Other acute | 1 | 6 | 268 | 1,722 | 78.6% | 4.7 | 6.4 |
| Pediatric, acute | 1 | 6 | 246 | 587 | 26.8% | 1.6 | 2.4 |
| Obstetrics | 1 | 17 | 819 | 1,899 | 30.6% | 5.2 | 2.3 |
| Psychiatric | 5 | 0 | 0 | 0 | . % | 0.0 | . |
| Alcoholism/chemical dependency | 5 | 0 | 0 | 0 | . % | 0.0 | . |
| ICU/CCU: | | | | | | | |
| Medical-surgical intensive care | 2 | 0 | 0 | 0 | . % | 0.0 | . |
| Cardiac intensive care | 2 | 0 | 0 | 0 | . % | 0.0 | . |
| Pediatric intensive care | 5 | 0 | 0 | 0 | . % | 0.0 | . |
| Burn care | 5 | 0 | 0 | 0 | . % | 0.0 | . |
| Mixed intensive care | 1 | 12 | 252 | 2,485 | 56.7% | 6.8 | 9.9 |
| Step-down (special care) | 1 | 16 | 895 | 4,393 | 75.2% | 12.0 | 4.9 |
| Neonatal intensive/intermediate care | 5 | 0 | 0 | 0 | . % | 0.0 | . |
| Other intensive care | 5 | 0 | 0 | 0 | . % | 0.0 | . |
| Subacute care | 4 | 0 | 0 | 0 | . % | 0.0 | . |
| Other inpatient | 5 | 0 | 0 | 0 | . % | 0.0 | . |

Note: data should be used only in rows; do not summarize columns.

* 1=Provided-Distinct Unit, 2=Provided-Not Distinct Unit, 3=Available in Network, 4=Contracted, 5=Service Not Provided.

** Transfers, which may be estimated, refer only to those between units.

| Occupation | Number Full-Time | Number Part-Time | Number FTE | Occupation | Number Full-Time | Number Part-Time | Number FTE |
|-------------------------------------|------------------|------------------|------------|---------------------------------------|------------------|------------------|------------|
| Administrators/asst. administrators | 6 | 0 | 6.0 | Radiological services personnel | 14 | 24 | 26.6 |
| Physicians and dentists | 6 | 1 | 6.6 | Occupational therapists | 3 | 6 | 4.6 |
| Medical and dental residents | 0 | 0 | 0.0 | Occupational therapy assistants/aides | 1 | 0 | 1.0 |
| Registered nurses | 151 | 102 | 205.4 | Physical therapists | 9 | 3 | 10.1 |
| Certified nurse midwives | 0 | 0 | 0.0 | Physical therapy assistants/aides | 7 | 8 | 10.0 |
| Licensed practical nurses | 8 | 15 | 20.3 | Recreational therapists | 0 | 0 | 0.0 |
| Ancillary nursing personnel | 26 | 53 | 40.3 | Psychologists | 0 | 0 | 0.0 |
| Physician assistants | 0 | 1 | 0.4 | Social workers | 4 | 3 | 5.0 |
| Nurse Practitioners | 2 | 0 | 2.0 | All other health professionals | 110 | 49 | 139.4 |
| Medical records personnel | 4 | 6 | 7.0 | All other personnel | 197 | 127 | 272.6 |
| Pharmacy personnel | 8 | 4 | 10.8 | | | | |
| Clinical laboratory personnel | 14 | 13 | 22.3 | TOTAL | 570 | 415 | 790.2 |

Beloit Memorial Hospital, Inc.
Beloit

| Income Statement | | Assets | | Liabilities and Fund Balances | |
|---------------------------|---------------|----------------------------|--------------|----------------------------------|--------------|
| Gross patient revenue | \$134,913,501 | Cash and cash equivalents | \$12,900,168 | Current liabilities | \$9,672,551 |
| Less deductions | 61,716,115 | Net Patient receivables | 12,284,913 | Long-term debt | 2,820,000 |
| Net patient revenue | 73,197,386 | Other receivables | 394,058 | Other liabilities | 8,330,247 |
| Plus other revenue | 2,518,903 | Land, bldgs and equip: Net | 29,868,695 | Subtotal | 20,822,798 |
| Total revenue | 75,716,289 | Other assets | 14,763,507 | | |
| Less expenses | 71,010,339 | | | Unrestricted fund balance | 49,388,543 |
| Nonoperating gains/losses | -57,868 | Total Assets | \$70,211,341 | Total liabilities & fund balance | \$70,211,341 |
| Net Income | \$4,648,082 | | | Restricted fund balances | \$0 |

| Selected Financial Statistics | FY 2002 | All GMS Hospitals | | Analysis Area 1 | | Volume Group 1 | | FY 2002 vs. 2001 | |
|--|---------|-------------------|-------|-----------------|-------|----------------|-------|------------------|-------|
| | | Value | Ratio | Value | Ratio | Value | Ratio | FY 2001 | Ratio |
| Gross Rev as % Total Gross Patient Revenue | | | | | | | | | |
| Medicare [\$62,576,190] | 46.4% | 41.7% | 1.11 | 39.1% | 1.19 | 42.6% | 1.09 | 46.7% | 0.99 |
| Medical Assistance [\$13,334,780] | 9.9% | 9.0% | 1.10 | 6.6% | 1.49 | 6.9% | 1.43 | 13.3% | 0.75 |
| Commercial [\$53,610,534] | 39.7% | 43.2% | 0.92 | 48.4% | 0.82 | 44.9% | 0.89 | 35.7% | 1.11 |
| All other [\$5,391,997] | 4.0% | 6.1% | 0.66 | 5.9% | 0.68 | 5.6% | 0.72 | 4.3% | 0.92 |
| Deductions as % of Total Gross Patient Revenue | | | | | | | | | |
| Medicare [\$40,125,786] | 29.7% | 23.7% | 1.25 | 20.4% | 1.46 | 25.2% | 1.18 | 25.9% | 1.15 |
| Medical Assistance [\$10,100,957] | 7.5% | 6.0% | 1.26 | 4.2% | 1.77 | 4.7% | 1.61 | 6.7% | 1.12 |
| Commercial [\$5,926,860] | 4.4% | 9.4% | 0.47 | 10.8% | 0.41 | 6.8% | 0.64 | 3.7% | 1.18 |
| Charity care [\$4,912,643] | 3.6% | 1.2% | 3.01 | 1.3% | 2.73 | 1.3% | 2.84 | 3.7% | 0.99 |
| All other [\$649,869] | 0.5% | 1.4% | 0.34 | 1.2% | 0.39 | 0.7% | 0.67 | 0.4% | 1.29 |
| Total deductions [\$61,716,115] | 45.7% | 41.7% | 1.10 | 38.0% | 1.20 | 38.7% | 1.18 | 40.4% | 1.13 |
| Other Revenue and Net Gains or Losses | | | | | | | | | |
| Other revenue as % of total revenue | 3.3% | 5.1% | 0.65 | 9.2% | 0.36 | 4.4% | 0.75 | 2.9% | 1.14 |
| Net gains/losses as % of net income | -1.2% | 5.3% | -0.24 | 11.7% | -1.1 | -1.2% | 1.01 | 33.1% | -0.04 |
| Expenses as % of Total Expenses | | | | | | | | | |
| Salary/fringe benefit[\$41,470,514] | 58.4% | 47.8% | 1.22 | 50.0% | 1.17 | 52.1% | 1.12 | 58.0% | 1.01 |
| Supplies and services[\$22,605,783] | 31.8% | 40.5% | 0.79 | 39.1% | 0.81 | 34.6% | 0.92 | 31.8% | 1.00 |
| Capital component [\$5,741,318] | 8.1% | 8.7% | 0.93 | 8.2% | 0.99 | 10.2% | 0.79 | 8.3% | 0.97 |
| Bad debt [\$1,192,724] | 1.7% | 3.0% | 0.56 | 2.7% | 0.62 | 3.1% | 0.54 | 2.0% | 0.86 |
| Fiscal Statistics | | | | | | | | | |
| Operating margin | 6.2% | 6.1% | 1.03 | 5.4% | 1.15 | 6.4% | 0.98 | 2.4% | 2.55 |
| Total hospital profit margin | 6.1% | 6.4% | 0.96 | 6.1% | 1.01 | 6.3% | 0.98 | 3.6% | 1.71 |
| Return on equity | 9.4% | 10.0% | 0.94 | 11.5% | 0.82 | 10.0% | 0.94 | 4.8% | 1.97 |
| Current ratio | 2.8 | 2.5 | 1.11 | 2.3 | 1.23 | 2.3 | 1.23 | 2.8 | 1.02 |
| Days in net patient accounts receivable | 61.3 | 57.8 | 1.06 | 62.7 | 0.98 | 60.2 | 1.02 | . | . |
| Average payment period | 53.0 | 52.6 | 1.01 | 52.0 | 1.02 | 62.1 | 0.85 | 45.7 | 1.16 |
| Equity financing | 70.3% | 56.2% | 1.25 | 48.3% | 1.46 | 51.1% | 1.38 | 82.7% | 0.85 |
| Long-term debt to equity ratio | 0.1 | 0.5 | 0.12 | 0.8 | 0.07 | 0.6 | 0.10 | 0.1 | 0.97 |
| Times interest earned | 23.6 | 5.0 | 4.70 | 4.6 | 5.13 | 4.4 | 5.42 | 11.7 | 2.01 |
| Total asset turnover | 1.1 | 0.9 | 1.22 | 0.9 | 1.20 | 0.8 | 1.33 | 1.1 | 0.99 |
| Average age of plant: years | 10.0 | 9.5 | 1.05 | 10.3 | 0.97 | 8.0 | 1.25 | 9.2 | 1.08 |
| Increase (decrease) total net patient rev | . % | . % | . | . % | . | . % | . | 8.5% | . |
| Output gross rev (% of total gross pt. rev) | 50.8% | 44.1% | 1.15 | 43.8% | 1.16 | 54.1% | 0.94 | 49.9% | 1.02 |
| Net Revenue Statistics | | | | | | | | | |
| Inpatient net revenue per discharge | \$6,105 | \$7,870 | 0.78 | \$8,404 | 0.73 | \$6,036 | 1.01 | \$6,163 | 0.99 |
| Inpatient net revenue per day | \$1,303 | \$1,834 | 0.71 | \$1,902 | 0.69 | \$1,554 | 0.84 | \$1,284 | 1.01 |
| Outpatient net rev per visit | \$291 | \$343 | 0.85 | \$247 | 1.18 | \$385 | 0.76 | \$219 | 1.33 |